

INVESTOR PITCH DECK

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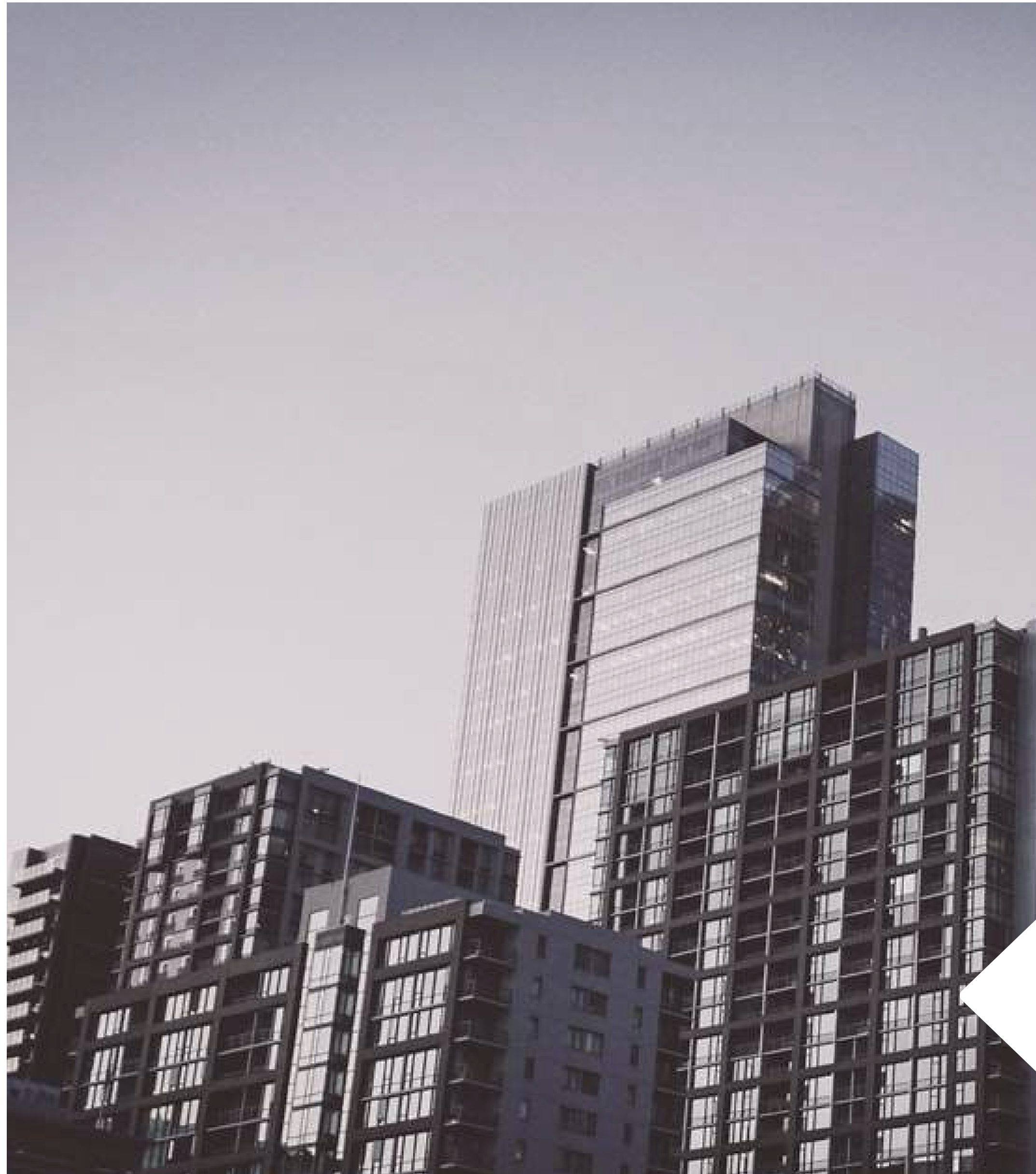
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About Who we are

Realtor Globally is a team of professionals since 2013 in the field of PropTech which constitutes of programmers, server specialists, real estate analysts and consultants, valuers and journalists.

PropTech (real estate technology) uses digital technology to meet the needs of the real estate industry as it helps brokers, consultants and other professionals of its field with real estate statistics, research, buy, sell and managing real estate portfolios.

List of our services:

- Property listings marketplace
- CRM (Customer Relationship Management)
- AVM (Automated Valuation Model)
- Mobile App - "Realtor Globally" (iOS & Android)

REALTOR
GLOBALLY

Our Purpose

Purposes of Realtor Globally

Property Listing

Reach millions of buyers, sellers and renters through our online real estate network. Bridge your properties database directly with our XML feed.



AVM

Reliable and revolutionary automated valuation model, designed for analysts, consultants and real estate teams for an outstanding customer experience. Deliver values by using our selective and efficient cascade methodologies.



CRM

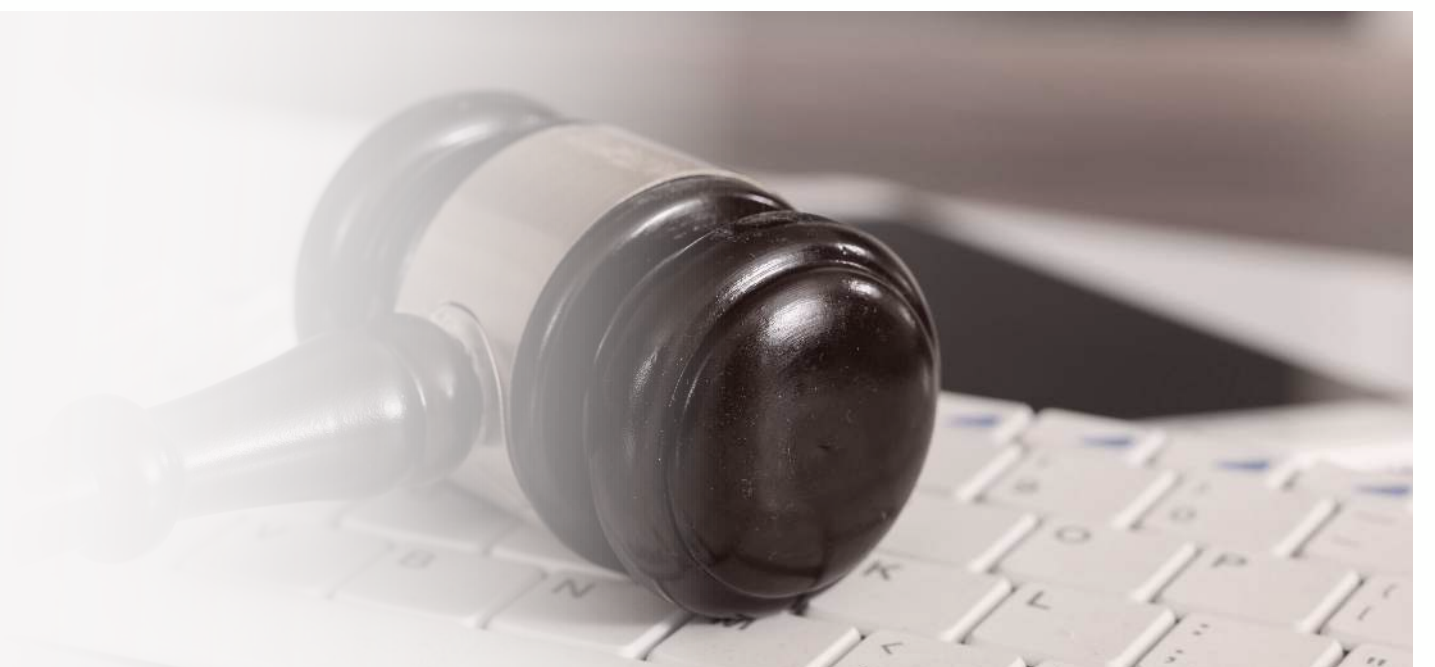
Take advantage of team organising and analytics. Create reminders, tasks and track your clients. Preview the number and origin of your property visits. View the live demand of your listings.



Online Property Auction

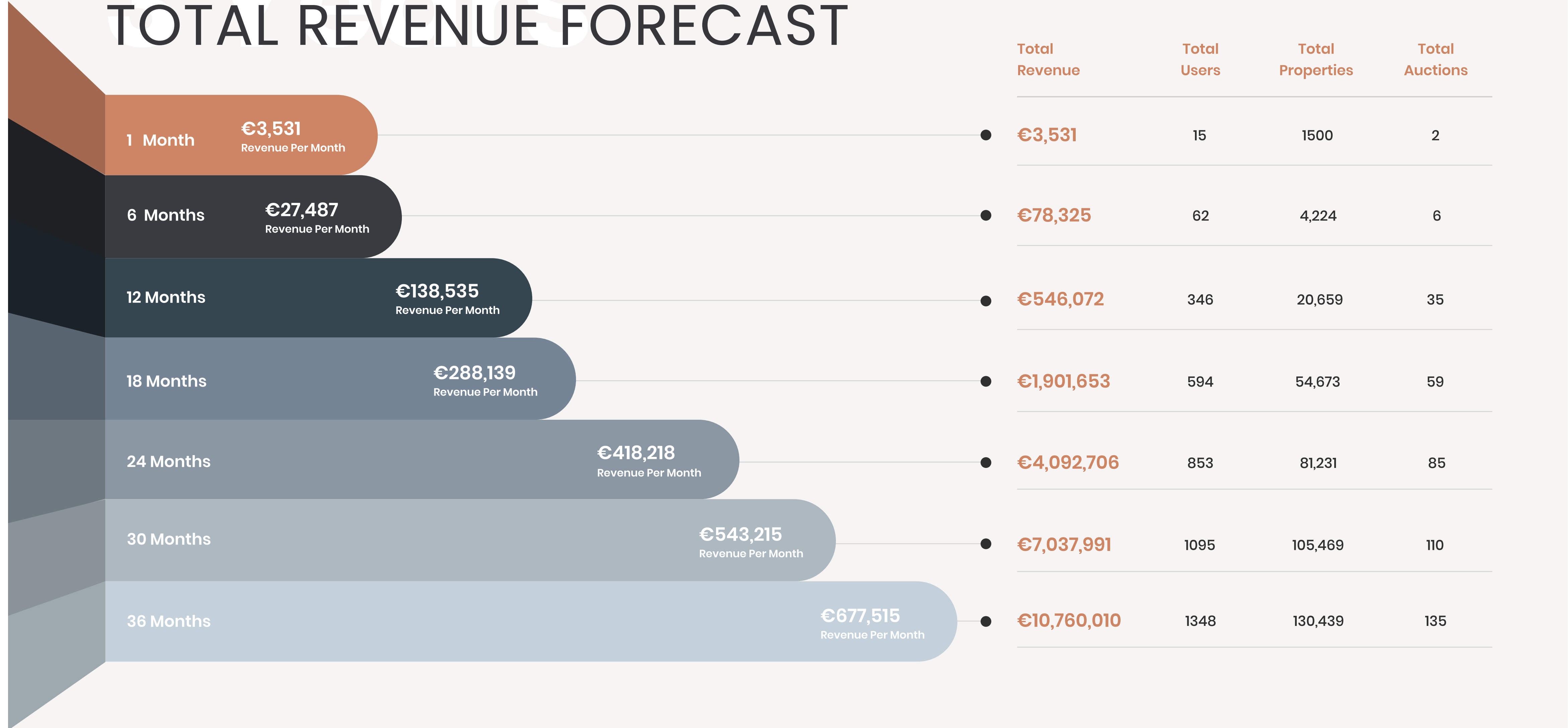
Realtor Globally is an online platform that comes with the fundamental functionality of real estate auction

- Users from any part of the world can participate in the auction and place bids to win lots.
- Each lot placed on an online auction is available for a limited amount of time.
- A minimum price is set as a starting point for further bidding.
- The price is increased with each subsequent bid.
- Bids are known to all the participants.








3 Years

TOTAL REVENUE FORECAST

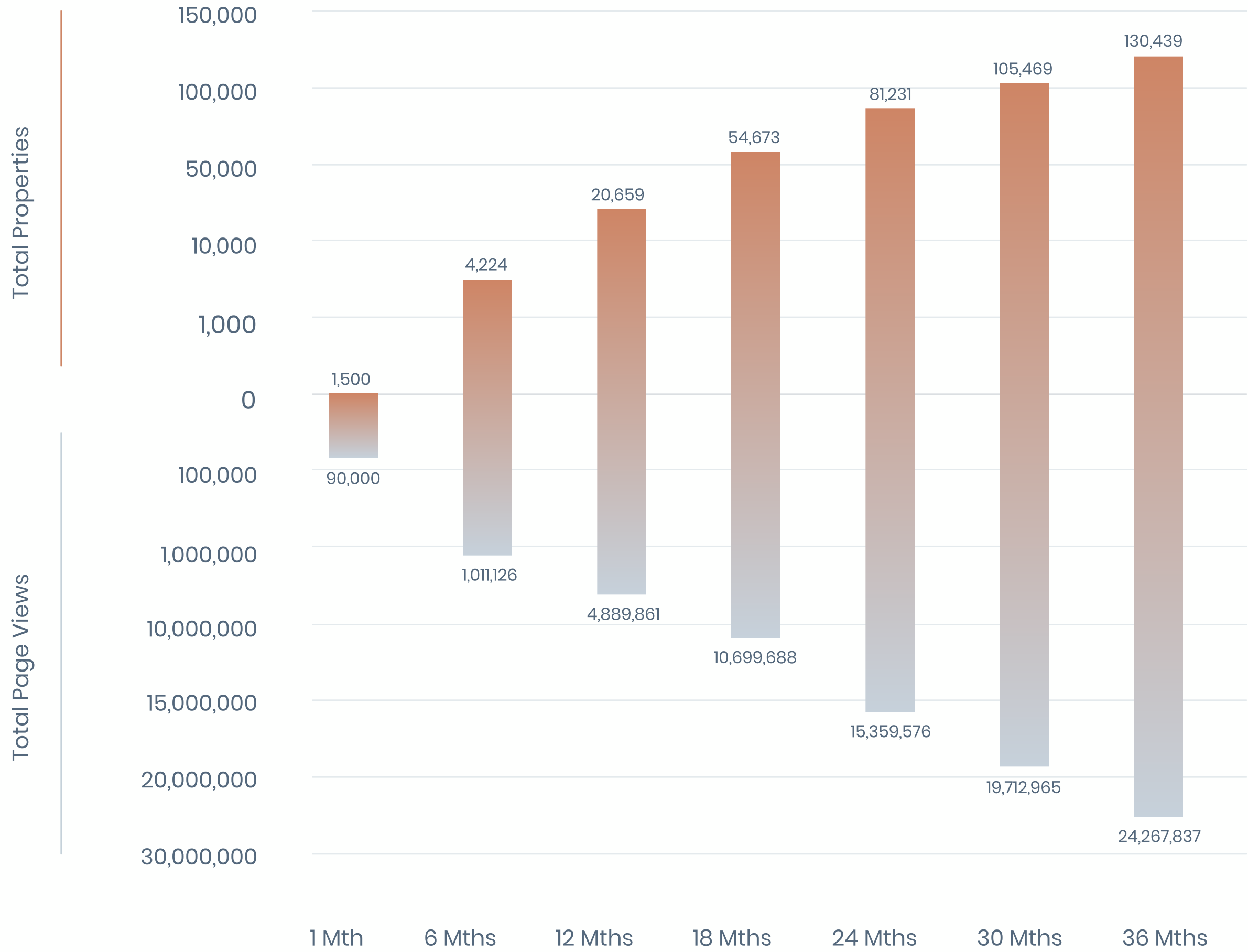


Companies

Leading Listing Companies & Realtor Globally

					
Founded	2006	2000	2006	2005	2020
Country	USA	UK	Greece	Dubai	Greece, Cyprus, Slovakia
Website	www.zillow.com	www.rightmove.co.uk	www.spitogatos.gr	www.propertyfinder.ae	www.realtor.gr www.realtor.com.cy www.homefinder.sk
Employees	5249	558	25	607	08
Revenue	\$ 2.7B	£ 205.7M	\$4M	\$ 50M	NA
Monthly unique users	245M	NA	NA	NA	60,000
Monthly visits	NA	135M	1.5M	NA	180,000
Total visits in 2020	9.6B	2.1B	1B	NA	500,000
Total Properties listed	420M	900,000	750,000	NA	20,000

Total Properties and Page Views



Property Listings

Unlimited property listings and users can access the platform without any upfront subscription fee.

Our pay-per-use model provides the ease to pay only for the amount of visits the advertiser gets through the property listing.

Deduction of € 0,02 cents from the advertisers balance will be applying for every unique property visit.

Advertisers can credit their account with top-ups of € 10 - € 2,000.

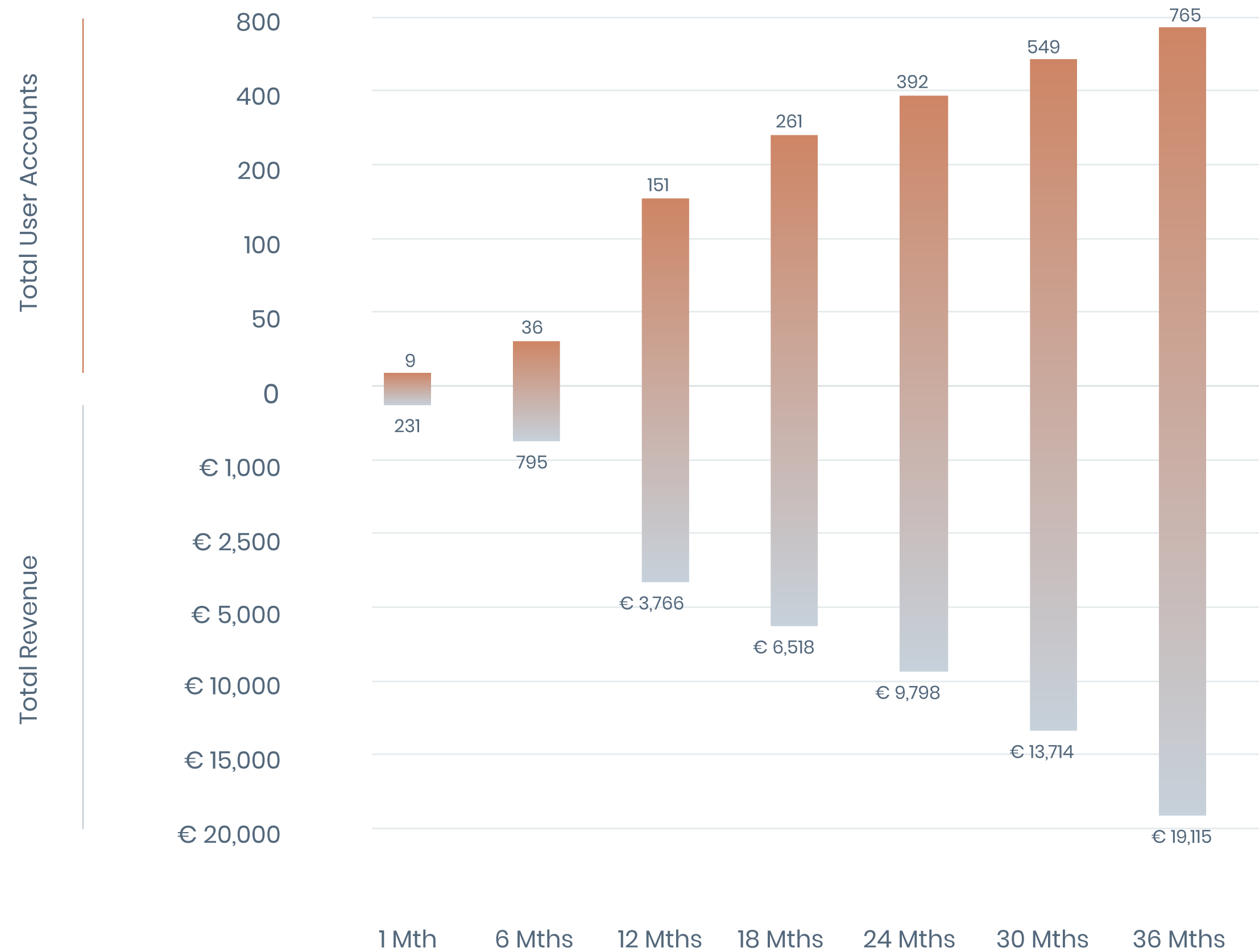
Total Months	Total Page Views	Monthly Revenue
1 Mth	90,000	€1,800
6 Mths	1,011,126	€20,450
12 Mths	4,889,861	€100,218
18 Mths	10,699,688	€222,179
24 Mths	15,359,576	€323,089
30 Mths	19,712,965	€419,985
36 Mths	24,267,837	€523,579

Prices Real Estate CRM Pricing

	Zoho	Sales Force	Wise Agent	Agile CRM	Real Office 360	Real Space	Core Logic	Reapit	Contactually
Monthly for 1 User	€ 18	€ 25	€ 29	€ 8.99	€ 19	€ 45	€ 69	€ 69	€ 69
Yearly for 1 User	€ 144	€ 300	€ 299	€ 100	€ 228	€ 468	€ 799	€ 799	€ 799



Total User Accounts and Revenue



Charges for CRM & AVM

Pay-per-use

CRM Tasks	Every task, one time fee	€ 0.02
	Send e-mail for reminders, activities or PDF	€ 0.02
	Send reminders by SMS	€ 0.07
	Create an activity inner task	€ 0.01
Contacts	Every contact will be charged per month	€ 0.02
	Per contact activity	€ 0.01
	Send SMS for wishes	€ 0.07
AVM	Each AVM generated result	€ 0.02

Total Months	Total Users	Monthly Revenue
1 Mth	5	€231
6 Mths	22	€795
12 Mths	121	€3,776
18 Mths	208	€6,518
24 Mths	299	€9,798
30 Mths	383	€13,714
36 Mths	472	€19,115



Why Online Auctions?

01

Online auctions reach buyers from around the world. The absence of any geographic boundaries can be ranked as the greatest convenience brought about by online auctions.

02

Online bidding can stay open for as long as you want. A longer bidding window means more chances for bidders to find what they want and engage. This allows for buyers to do their research and make informed decisions.

03

Bidders can go from an email reminder to bidding in 10 seconds, so they won't forget about the auction.

04

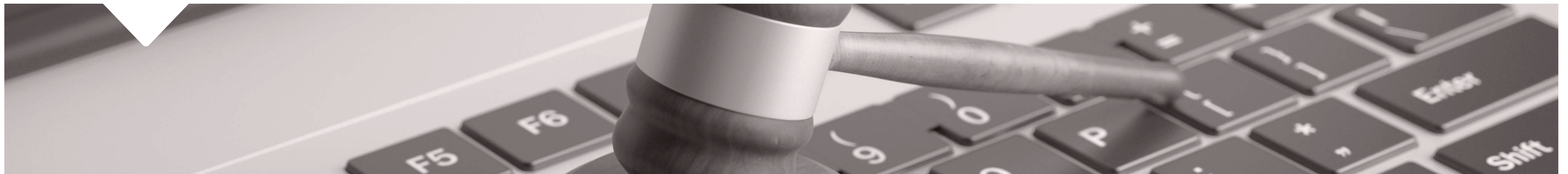
Buyers can bid when and where they want and bid on multiple auctions in the same day.

05

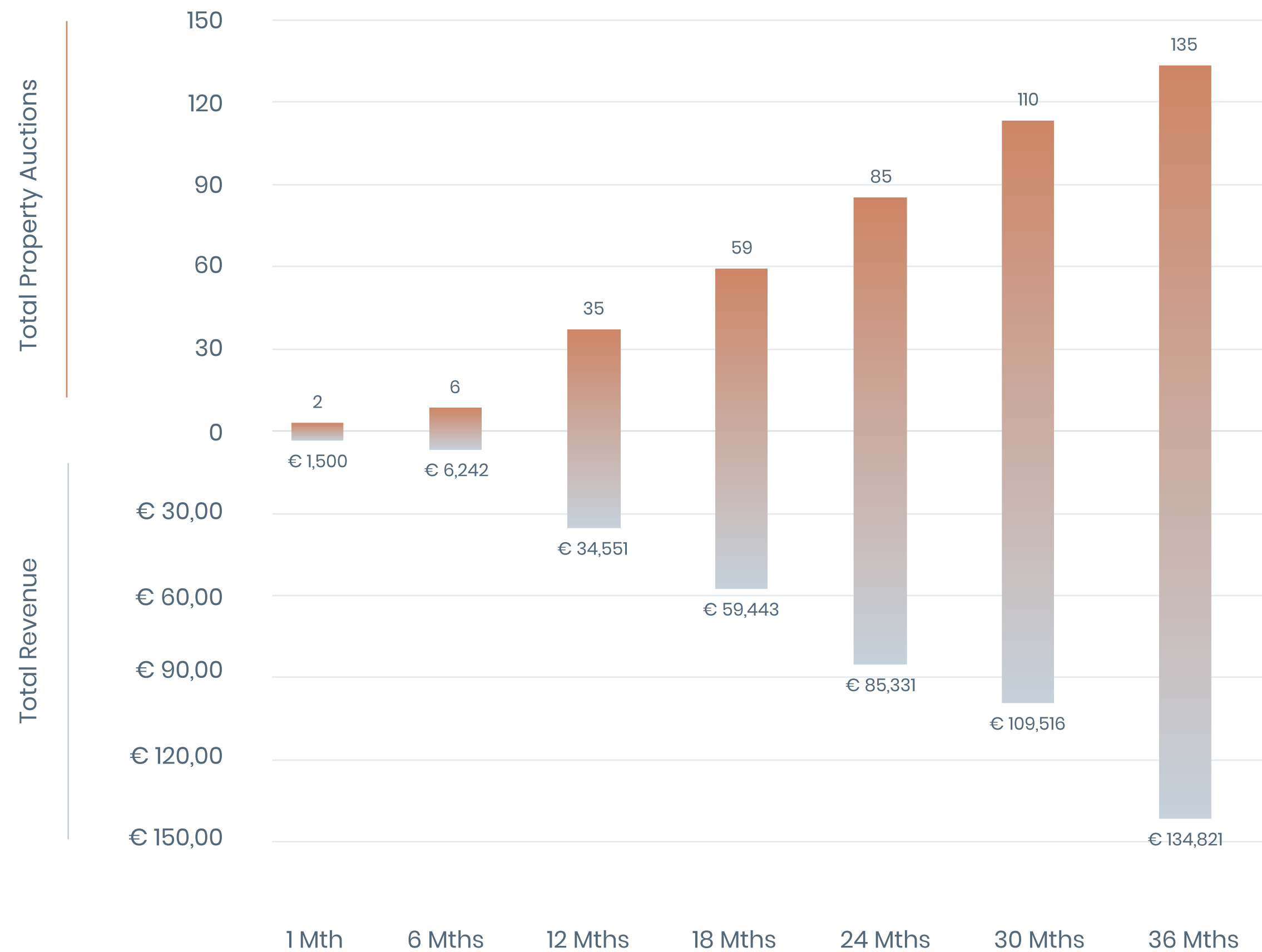
There is a much larger audience willing to participate in an online auction.

Online Auctions in Greece & Cyprus

	Bid1.	e-Auction from Banks Cyprus	e-Auction from Banks Greece	REALTOR GLOBALLY
Properties Added	245	444	1,676	NA
Sold Worth	€ 33M	€ 70M	€ 210M	NA
Registered Bidders	900	NA	NA	NA
Fees	5%	NA	NA	€ 1,000



Total Property Auctions and Revenue



Online Property Auctions

REALTOR
GLOBALLY

Our role is to ensure and provide high level of security to buyers and sellers through digital payments and digital contracts.

Our competitive fees and easy-to-understand interface will offer the best and safest marketplace for both buyers and sellers alike.

For professional users who would like to list a property, we offer a fixed fee of 1,000 euros, plus 1% of the transaction rate.

Total Months	Total Auctions	Monthly Revenue
1 Mth	1,5	€1500
6 Mths	6	€6,242
12 Mths	35	€34,551
18 Mths	59	€59,443
24 Mths	85	€85,331
30 Mths	110	€109,516
36 Mths	135	€134,821

Realtor Globally SWOT Analysis

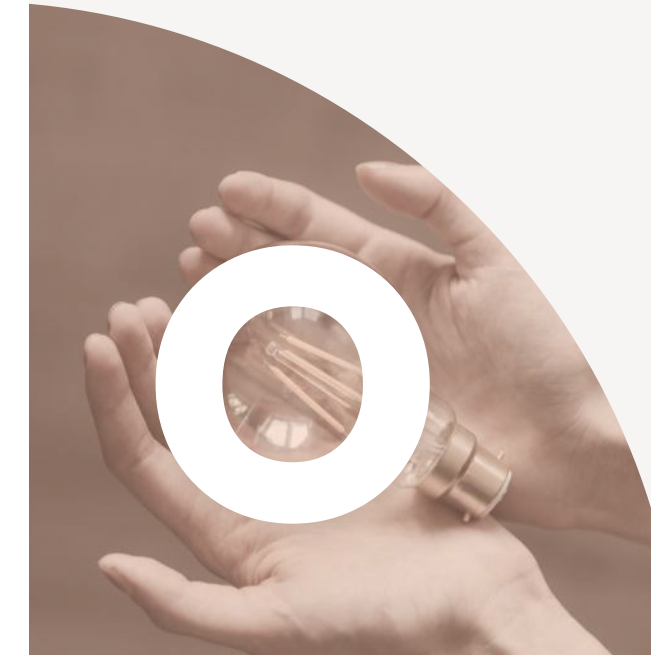
STRENGTHS

- Live in 3 territories (Greece, Cyprus, Slovakia)
- Mobile App on iOS & Andoid
- 4 products in 1 dashboard
- The only online auctions platform available for Agents
- Qualified team with 7 years of experice in PropTech



OPPORTUNITIES

- Exponential growth potential
- New market trends
- Custom made ideas, technologies and data processing
- One stop solution to professionals
- Option for White Lable through API's



WEAKNESSES

- Small market share
- Small network
- Low marketing resources



THREATS

- Existing companies that hold a solid and bigger market share
- New business trends
- Financial failure may restrain business growth and hamper operational efficiency.



Plan

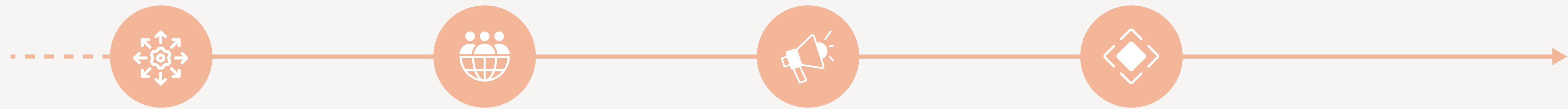
Our Strategy

Grow The Team

Focusing on our main target on getting new clients on board by creating strong impact on brand reputation, long-term customer relationships, retention of customers and overall business growth.

Expanding in New Territories

Reach out to new customers and markets in order to grow our clientel. Analyse available market data to prioritise the countries where our platform will appeal most.



Product Development

Transform the business idea into a profitable product and then modify it to remain competitive within the market.

Marketing

Increasing opportunities and improving sales. Spreading information about our product and services among potential and existing customers.

Map Potential Territories to Expand

Greece

Our presence in Greece consist of 10,000 properties. The next goal is to expand the volume of real estate to 100,000 properties. This will be achieved through a strategic sales and marketing plan.

Cyprus

Our presence in Cyprus is already strong and our brand is known within the real estate sector. We have a feasible target of 30,000 properties island wide.

Slovakia

Central European countries is of our particular interest. Our platform already has a presence in Slovakia but is currently at a start-up level. Our estimates is to reach 50,000 properties in next 36 months.



Funding

The Funding We Need

€600,000

All the funding amount, the Company shall increase its share capital and issue ordinary shares to the new investors. According to our financial forecast, this amount will enable us within a period of under 12 months - to meet financial independence and turn the project profitable.

USE OF FUNDS

Maintenance: € 100,000

Our IT department is the core of the technical side of the platform which requiring extensive up to date and maintenance to grow further our offered tools and services.

Marketing: € 200,000

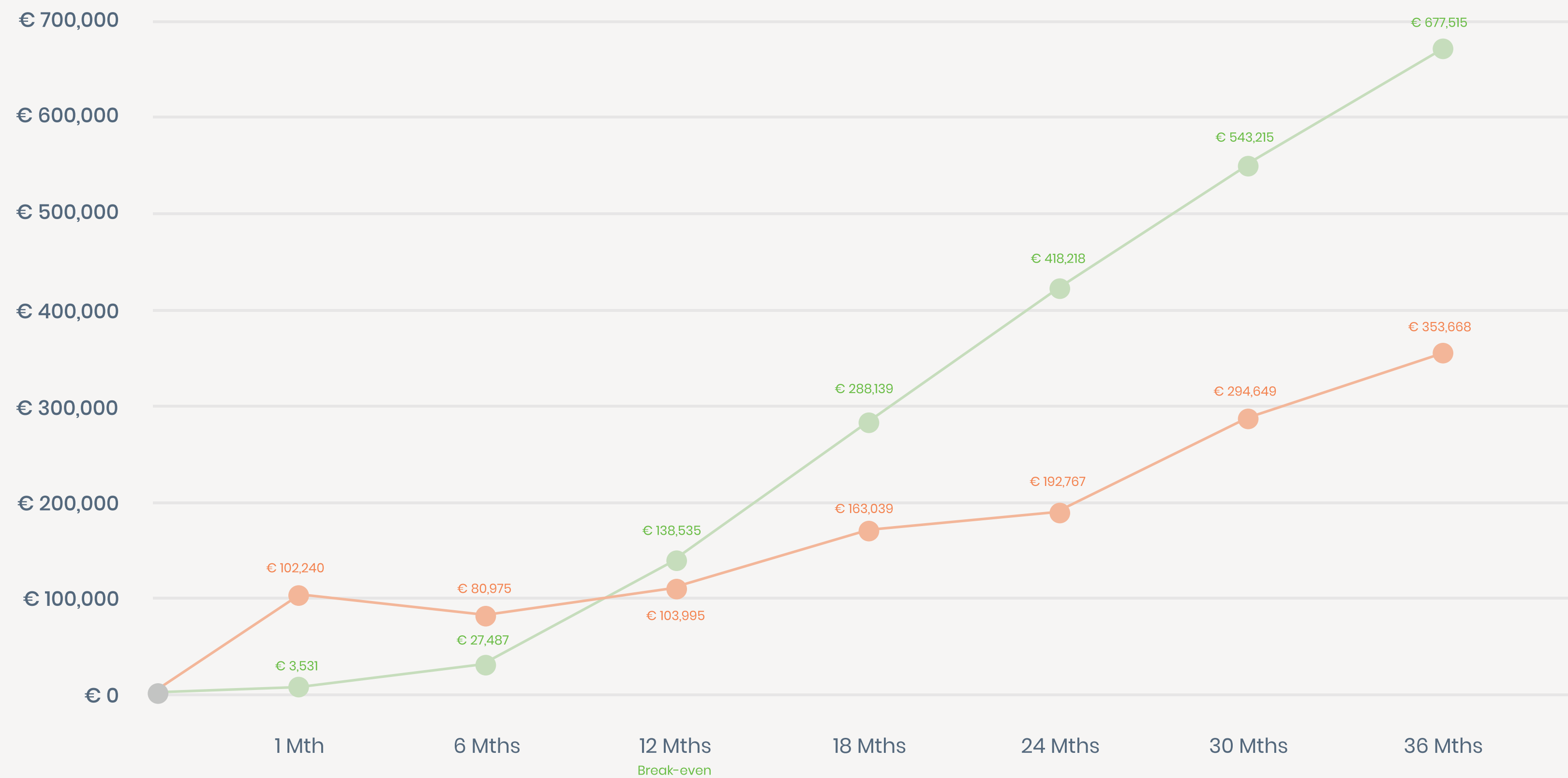
A significant marketing budget is essential to establish ourselves and deal with competitors that have a stronger marketing and brand.

Business Development: € 300,000

Reaching our target requires a strong sales team that is capable to reach the right audience on board.

Financials

Expenses and Revenues

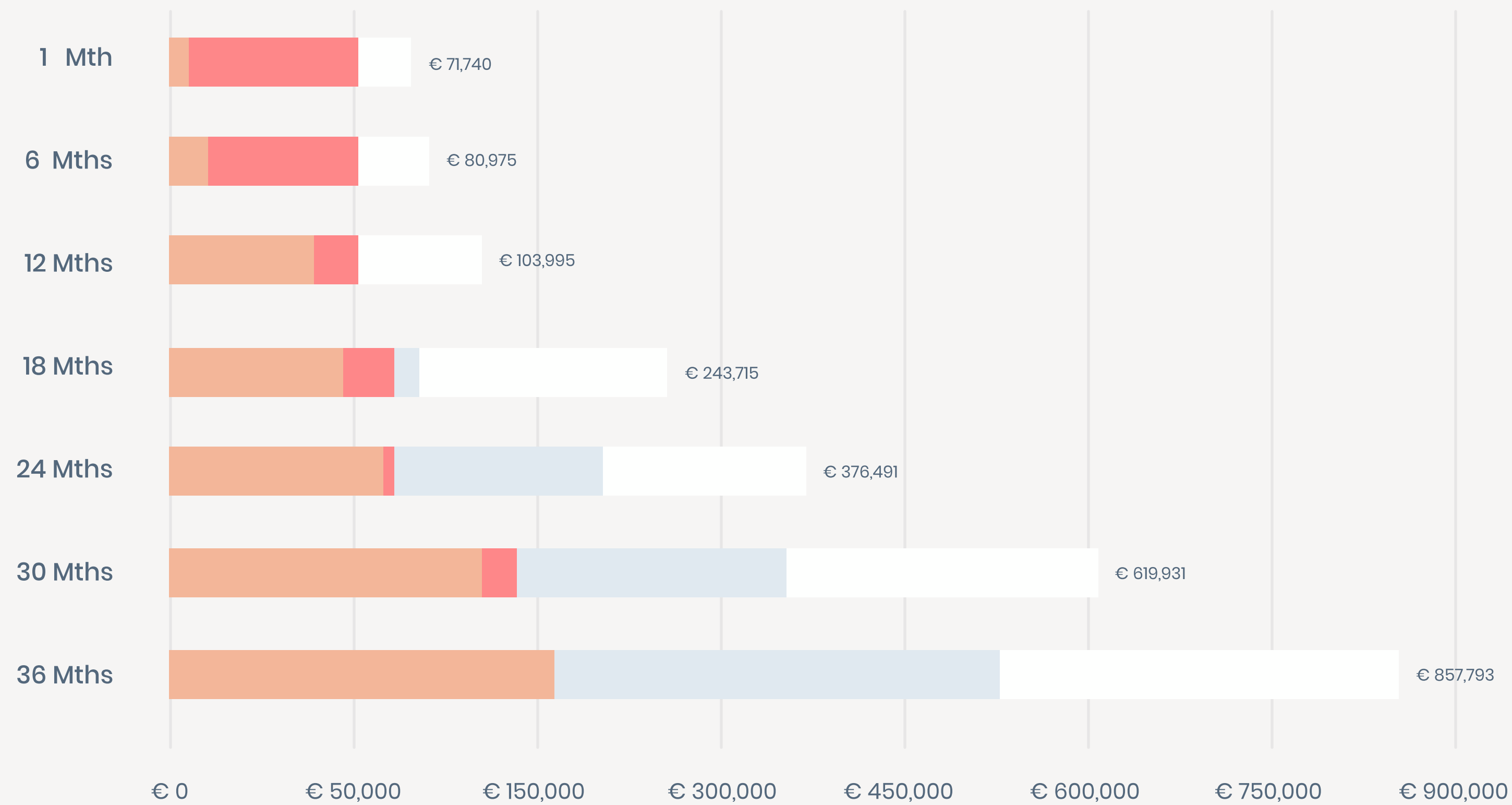


● Revenue ● Expenses

Month	Net Income/Loss	Total Profit
1 Mth	-€ 99,132	-€ 99,132
6 Mths	-€ 56,786	-€ 416,726
12 Mths	€ 17,916	-€ 568,709
18 Mths	€ 90,523	-€ 293,638
24 Mths	€ 175,265	€ 556,430
30 Mths	€ 183,380	€ 1,490,075
36 Mths	€ 242,545	€ 2,801,650

Expenses Chart

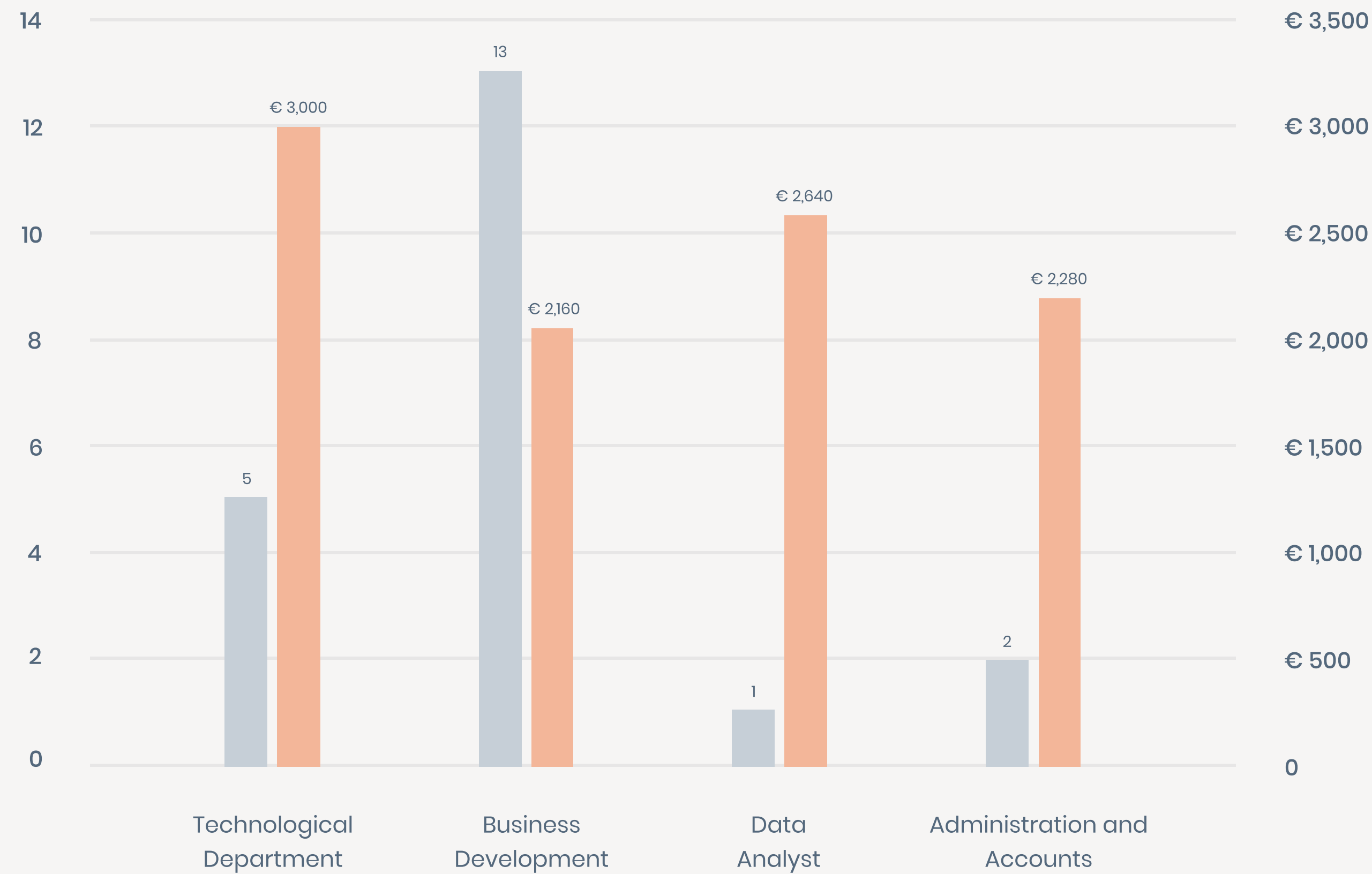
- Maintenance Cost
- Marketing Budget
- Payroll
- Total Expenses



Month	Maintenance Cost	Marketing Budget	Payroll	Total Expenses
1 Mth	€ 177	€ 5,400	€ 50,280	€ 71,740
6 Mths	€ 1,374	€ 13,347	€ 50,280	€ 80,975
12 Mths	€ 6,927	€ 30,905	€ 50,280	€ 103,995
18 Mths	€ 95,083	€ 46,379	€ 85,476	€ 243,715
24 Mths	€ 204,635	€ 69,603	€ 85,476	€ 376,491
30 Mths	€ 351,900	€ 104,455	€ 145,309	€ 619,931
36 Mths	€ 538,001	€ 156,759	€ 145,309	€ 857,793

Payroll Chart

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Member

Total Employee **21**

Salary

Total Salary **€ 50,280**

Development Plan

Technological Department: To maintain and regularly update with new technologies.

Business Development: Development of the sales department in order to gather and serve a larger number of customers and strengthen the territories in the same way. Customer presentations, follow up and users support is the ingredients of a successful story.

Data Analysis: Means and staff for the task of collecting and analyzing statistics for the property valuation and AVM section.

Administration and Accounts: Administrators are responsible for all accounting work related to taxes, including bookkeeping and invoicing.

TEAM

About Our Team

Driven by the values of innovation and collaboration



Ahsan Khan

Full Stack Developer

- Development Management
- System Maintenance
- Deployment and Testing



Demetris Nikolaou

Real Estate

- Real Estate Data Analyst
- Product Design
- Product Coordinator



Zafar Karimov

DevOps

- Server and Deployment
- Automation and Database Management
- Network and Security

THE END
Thank You for Your Attention

FOR MORE INFORMATION VISIT

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